**Problem Statement:-**

The budget and sales analysis aims to evaluate the variance between projected budgets and actual sales figures, identifying key drivers and areas of improvement."

This study investigates the relationship between budget allocation and sales performance, seeking to optimize resource utilization and enhance revenue generation

**Aims Grid :-**

Create a dashboard so that we can easily draw an insights and make some useful decision such as

1. Create a cards that should contain current year sales (Create a cards in such a way that whenever you update the data it should take the latest year as a current year)
2. Create a cards that should contain Previous year sales
3. Create a cards on year YOY Sales growth in percentage so that if the growth is positive make the text color in Green and if the sales is negative change it in to red
4. Create a cards on Budgeted Sales
5. Create a cards on Budget variance in percentage so that if the growth is positive make the text color in Green and if the sales is negative change it in to red
6. Create a donut chart for Current year sales by category
7. Create a scatterplot for Current year sales and YOY Sales growth by Product Name
8. Create Area chart for Current year sales and previous year sales and budgeted sales by Month name
9. Create a Forecast for current year sales by date
10. Create a matrix that should contain Category and product name wise Current year Sales, Previous Year Sales, YOY Sales Growth %, Budgeted Sales, Budget Variance % with icon, so if we have positive growth the Green and upward direction neutral yellow and loss red with down direction